

SUPPLY vs. DEMAND

*SOUTH METRO CONDOS

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	99	467	98	15.73%	2.52	94
\$100,000 - \$150,000	111	529	181	29.05%	4.11	138
\$150,000 - \$200,000	93	370	118	18.94%	3.83	106
\$200,000 - \$250,000	68	282	92	14.77%	3.91	82
\$250,000 - \$300,000	34	126	59	9.47%	5.62	48
\$300,000 - \$350,000	14	58	13	2.09%	2.69	15
\$350,000 - \$400,000	7	32	18	2.89%	6.75	14
\$400,000 - \$450,000	2	11	9	1.44%	9.82	6
\$450,000 - \$500,000	2	7	7	1.12%	12.00	2
\$500,000 - \$600,000	2	14	12	1.93%	10.29	1
\$600,000 - \$750,000	2	6	5	0.80%	10.00	3
\$750,000 - \$1,000,000	1	1	7	1.12%	84.00	1
\$1,000,000 - \$3,000,000	0	1	4	0.64%	48.00	1
\$3,000,000 +	0	0	0	0.00%	0.00	0
TOTAL:	435	1904	623	100.00%		511

*DHL, JFS, JSC, SSC, SSE

*WEST METRO CONDOS

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	82	337	90	29.61%	3.20	82
\$100,000 - \$150,000	52	207	80	26.32%	4.64	61
\$150,000 - \$200,000	19	124	46	15.13%	4.45	38
\$200,000 - \$250,000	21	88	39	12.83%	5.32	27
\$250,000 - \$300,000	10	40	22	7.24%	6.60	16
\$300,000 - \$350,000	4	19	9	2.96%	5.68	8
\$350,000 - \$400,000	1	9	1	0.33%	1.33	0
\$400,000 - \$450,000	1	6	2	0.66%	4.00	4
\$450,000 - \$500,000	0	2	4	1.32%	24.00	2
\$500,000 - \$600,000	0	3	3	0.99%	12.00	2
\$600,000 - \$750,000	2	5	2	0.66%	4.80	1
\$750,000 - \$1,000,000	0	0	4	1.32%	0.00	0
\$1,000,000 - \$3,000,000	0	0	2	0.66%	0.00	1
\$3,000,000 +	0	0	0	0.00%	0.00	0
TOTAL:	192	840	304	100.00%		242

*DSW, JFC, JFN, JFW, JNC